CONTRACT



WSFA 12 East Delano Ave. Montgomery, AL 36105 (334) 288-1212

www.wsfa.com

And:

PinPoint Media, Inc (B) 1707 Osage St, Ste 103 Alexandria, VA 22302

	Contract / Rev	/ision		Alt Order #				
•	1800036	1		08768711	-			
Product	L							
LUTHER STRANGE SENA	T							
Contract Dates	Estimate #							
09/19/17 - 09/26/17	813							
Advertiser			<u>Ori</u>	ginal Date /	Revision			
POL/Strange, Luther/R/Se	enator/AL		0	9/19/17	/ 09/19/17			
	Billing Cycle	Billing	Cal	<u>endar</u>	Cash/Trade			
•	EOM/EOC	Broado	cast		Cash			
	Property Account E		nt E	xecutive	Sales Office			
	WSFA	Ryan E	an Eddins HRP-Was					
	Special Hand	ing						
•								
	Demographic							
	Adults 35+							
-								
	Agy Code	Advert	ser	Code	Product 1/2			
	9913865	62			78			
,	Agency Ref	<u> </u>		Advertiser	Ref			

	Start/End		Spots/				
*Line Ch Start Date End Date Description	Time	Days Leng	th Week	Rate	Type Sp	ots	Amount
1 WSFA 09/22/17 09/22/17 WSFA 12 News at Ten - MF	<u>Rate</u> \$275.00		30	Data	NM	0	\$0.00
Spot Ch Date Range Description 1 WSFA 09/18/17-09/24/17 WSFA 12 News at Ten - Mi Credited	Start/End Time F 10-1035pm	<u>Weekdays</u> <u>L</u>	<u>ength</u> :30	Rate \$275.00	Type NM		
E 2 WSFA 09/22/17 09/22/17 NBC Today Show 3 Start Date End Date Weekdays Spots/Week Week: 09/18/17 09/24/171 1	10-11am <u>Rate</u> \$50.00	:	:30		NM	0	\$0.00
Spot Ch Date Range Description 1 WSFA 09/18/17-09/24/17 NBC Today Show 3 Credited	Start/End Time 10-11am	Weekdays L	<u>ength</u> :30	<u>Rate</u> \$50.00	<u>Type</u> <i>NM</i>		
E 3 WSFA 09/22/17 09/22/17 ALABAMA LIVE @ 11A Start Date	11-1130Am <u>Rate</u> \$30.00	·	:30	, 	NM	0	\$0.00
Spot Ch Date Range Description 1 WSFA 09/18/17-09/24/17 ALABAMA LIVE @ 11A Credited	Start/End Time 11-1130Am	F	_ength :30	<u>Rate</u> \$30.00	Type NM		
E 4 WSFA 09/22/17 09/22/17 ALABAMA LIVE @ 1130AM	<u>Rate</u> \$30.00	·	:30		NM _	0	\$0.00
Spot Ch Date Range Description 1 WSFA 09/18/17-09/24/17 ALABAMA LIVE @ 1130AN Credited	Start/End Time 1130A-12P	Weekdays L	Length :30	<u>Rate</u> *\$30.00	<u>Type</u> NM		` .
D 5 WSFA 09/22/17 09/22/17 WSFA 12 News at Noon	12-1230pm		:30		NM	0	\$0.00
D 6 WSFA 09/22/17 09/22/17 JUDGE JUDY 1ST RUN	330-4p		:30		MM	0	\$0.00
E 7 WSFA 09/22/17 09/22/17 WSFA 12 NEWS AT 4PM <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 09/18/17 09/24/171 1	M-F 4-430P <u>Rate</u> \$60.00	. :	:30		NM	0	\$0.00

(* Line Transactions: N = New, E = Edited, D = Deleted)

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Page 2 of 5



WSFA 12 East Delano Ave. Montgomery, AL 36105 (334) 288-1212

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Contract / Revision Alt Order # 1800036 08768711 Product Estimate #

Contract Dates LUTHER STRANGE SE 813 09/19/17 - 09/26/17

Original Date / Revision <u>Advertiser</u> 09/19/17 / 09/19/17 POL/Strange, Luther/R/Se

	Start/End	Spots/		
*Line Ch Start Date End Date Description	Time	Days Length Week Rate	Type Spots	Amount
Start Date End Date Weekdays Spots/Week Spot Ch Date Range Description	Rate Start/End Time	Weekdays Length Rate	Type	
<u>Spot Ch</u> <u>Date Range</u> <u>Description</u> 1 WSFA 09/18/17-09/24/17 WSFA 12 NEWS AT 4PM	M-F 4-430P	F :30 \$60.00	NM	
Credited	1,,,	, ,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,		
D 8 WSFA 09/22/17 09/22/17 Today in Alabama 530a	528am-6am	:30	NM 0	\$0.00
D 9 WSFA 09/22/17 09/22/17 WSFA 12 News at Six - MF	6-630pm	:30	NM 0	\$0.00
D 10 WSFA 09/22/17 09/22/17 Today In Alabama	6a-7a	:30	NM 0	\$0.00
D 11 WSFA 09/22/17 09/22/17 NBC Today Show	7-9am	:30	NM 0	\$0.00
D 12 WSFA 09/25/17 09/25/17 WSFA 12 News at Ten - MF	10-1035pm	:30	NM 0	\$0.00
D 13 WSFA 09/25/17 09/25/17 NBC Today Show 3	10-11am	:30	O MN	\$0.00
D 14 WSFA 09/25/17 09/25/17 ALABAMA LIVE @ 11A	11-1130Am	:30	NM 0	\$0.00
D 15 WSFA 09/25/17 09/25/17 ALABAMA LIVE @ 1130AM	1130A-12P	:30	NM 0	\$0.00
D 16 WSFA 09/25/17 09/25/17 WSFA 12 News at Noon	12-1230pm	:30	NM 0	\$0.00
D 17 WSFA 09/25/17 09/25/17 JUDGE JUDY 1ST RUN	330-4p	:30	NM 0	\$0.00
D 18 WSFA 09/25/17 09/25/17 WSFA 12 NEWS AT 4PM	M-F 430-5P	:30	NM 0	\$0.00
D 19 WSFA 09/25/17 09/25/17 Today in Alabama 530a	528am-6am	:30	NM 0	\$0.00
D 20 WSFA 09/25/17 09/25/17 WSFA 12 News at Six - MF	6-630pm	:30	NM 0	\$0.00
D 21 WSFA 09/25/17 09/25/17 Today In Alabama	6a-7a	:30	NM 0	\$0.00
D 22 WSFA 09/25/17 09/25/17 ENTERTAINMENT TONIGH	11630-7p	:30	NM 0	\$0.00
D 23 WSFA 09/25/17 09/25/17 NBC Today Show	7-9am	:30	NM 0	\$0.00
D 24 WSFA 09/25/17 09/25/17 NBC Today 2	9-10am	:30	NM 0	\$0.00
D 25 WSFA 09/23/17 09/23/17 NBC Saturday Today Show	6-8am	:30	NM 0	\$0.00
D 26 WSFA 09/24/17 09/24/17 Late News	1030p-11p	:30	NM 0	\$0.00
D 27 WSFA 09/24/17 09/24/17 NET NBC Sunday Today St	nc7-8a	:30	NM 0	\$0.00
D 28. WSFA 09/24/17 09/24/17 NET NBC Meet The Press	8-9a	:30	NM 0	\$0.00
D 29 WSFA 09/24/17 09/24/17 WSFA News Sunday AM	9-930a	:30	NM 0	\$0.00
30 WSFA 09/21/17 09/21/17 WSFA 12 News at Ten - MF	10-1035pm	:30	NM 0	\$0.00
Start Date End Date Weekdays Spots/Week Week: 09/18/17 09/24/17 1 1	<u>Rate</u> \$275.00	1		
Spot Ch Date Range Description	Start/End Time	Weekdays Length Rate	Type	
1 WSFA 09/18/17-09/24/17 WSFA 12 News at Ten - M.	F 10-1035pm	Th :30 \$275.00	NM	
Credited NRO To be State of the Control of the Cont	40.44	:30	NM 0	\$0.00
31 WSFA 09/21/17 09/21/17 NBC Today Show 3 Start Date End Date Weekdays Spots/Week	10-11am <u>Rate</u>	.30	14141	Ψ0.00
Week: 09/18/17 09/24/171 1	\$50.00	Weekdays Length Rate	<u>Type</u>	
Spot Ch Date Range Description 1 WSFA 09/18/17-09/24/17 NBC Today Show 3	Start/End Time 10-11am	Th :30 \$50.00	NM NM	
Credited	70 1 7am			
D 32 WSFA 09/21/17 09/21/17 Tonight Show	1035-1137pm	:30	NM 0	\$0.00
33 WSFA 09/21/17 09/21/17 ALABAMA LIVE @ 11A	11-1130Am	:30	NM 0	\$0.00
Week: 09/18/17	<u>Rate</u> \$30.00		•	

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 Contract / Revision
 Alt Order #

 1800036 /
 08768711

 Contract Dates
 Product
 Estimate #

 09/19/17 - 09/26/17
 LUTHER STRANGE SE 813

 Advertiser
 .
 Original Date / Revision

 POL/Strange, Luther/R/St
 09/19/17 / 09/19/17

*Line Ch Start Date End Date Description	Start/End Time	Spots/ Days Length Week	Rate	Type Spots	Amount
Start Date End Date Weekdays Spots/Week Spot Ch Date Range Description 1 WSFA 09/18/17-09/24/17 ALABAMA LIVE @ 11A Credited	Rate Start/End Time 11-1130Am	Weekdays Length	Rate \$30:00	Type NM	
E 34 WSFA 09/21/17 09/21/17 ALABAMA LIVE @ 1130AM Start Date	1 1130A-12P <u>Rate</u> \$30.00	:30		NM 0	\$0.00
Spot Ch Date Range Description 1 WSFA 09/18/17-09/24/17 ALABAMA LIVE @ 1130Al Credited	Start/End Time M 1130A-12P	Weekdays Length :30	<u>Rate</u> \$30.00	<u>Type</u> NM	
D 35 WSFA 09/21/17 09/21/17 WSFA 12 News at Noon	12-1230pm	:30		NM 0	\$0.00
D 36 WSFA 09/21/17 09/21/17 JUDGE JUDY 1ST RUN	330-4p	:30	•	NM 0	\$0.00
D 37 WSFA 09/21/17 09/21/17 JUDGE JUDY 1ST RUN	330-4p	:30		NM 0	\$0.00
D 38 WSFA 09/21/17 09/21/17 WSFA 12 NEWS AT 4PM	M-F 4-430P	:30		NM 0	\$0.00
D 39 WSFA 09/21/17 09/21/17 WSFA 12 NEWS AT 4PM	M-F 430-5P	:30		NM 0	\$0.00
D 40 WSFA 09/21/17 09/21/17 Today in Alabama 530a	528am-6am	:30		NM 0	\$0.00
D 41 WSFA 09/21/17 09/21/17 WSFA 12 News at Six - MF	6-630pm	:30		NM 0	\$0.00
D 42 WSFA 09/21/17 09/21/17 Today In Alabama	6a-7a	:30		NM 0	\$0.00
43 WSFA 09/21/17 09/21/17 NBC Today 2	9-10am	:30		NM 0	\$0.00
Start Date End Date Weekdays Spots/Week Week: 09/18/17 09/24/17 1 1	<u>Rate</u> \$50.00		5 /	_	
Spot Ch Date Range Description	Start/End Time	Weekdays Length	<u>Rate</u> \$50.00	Type NM	
1 WSFA 09/18/17-09/24/17 NBC Today 2 Credited	9-10am	.30	\$30.00	70101	
44 WSFA 09/19/17 09/19/17 WSFA 12 News at Ten - Mf	- 10-1035pm	:30		NM 0	\$0.00
<u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 09/18/17 09/24/17 -1 1	<u>Rate</u> \$275.00		•		
Spot Ch Date Range Description	Start/End Time	Weekdays Length	Rate	<u>Type</u>	
1 WSFA 09/18/17-09/24/17 WSFA 12 News at Ten - M	F 10-1035pm	-Tu :30	\$275.00	NM	
Credited	10-11am	:30		NM 0	\$0.00
D 45 WSFA 09/19/17 09/26/17 NBC Today Show 3		:30		NM 1	\$115.00
46 WSFA 09/19/17 09/19/17 Tonight Show <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 09/18/17 09/24/17 -1 1	1035-1137pm <u>Rate</u> \$115.00	.30		(VIV)	
D 47 WSFA 09/19/17 09/26/17 ALABAMA LIVE @ 11A	11-1130Am	:30		NM 0	\$0.00
D 48 WSFA 09/19/17 09/26/17 ALABAMA LIVE @ 1130AN	1 1130A-12P	:30		NM 0	\$0.00
49 WSFA 09/19/17 09/19/17 WSFA 12 News at Noon	12-1230pm	:30		NM 1	\$100.00
Start Date End Date Weekdays Spots/Week Week: 09/18/17 09/24/17 -1 1	<u>Rate</u> \$100.00				
50 WSFA 09/19/17 09/19/17 JUDGE JUDY 1ST RUN	330-4p	:30		NM 1	\$60.00
Start Date End Date Weekdays Spots/Week Week: 09/18/17 09/24/17 -1 1	<u>Rate</u> \$60.00		•		
D 51 WSFA 09/19/17 09/19/17 WSFA 12 NEWS AT 4PM	M-F 4-430P	:30		NM 0	\$0.00
52 WSFA 09/19/17 09/19/17 WSFA 12 News at Five Start Date End Date Weekdays Spots/Week	5-530pm <u>Rate</u>	:30		NM 0	\$0.00

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Alt Order # Contract / Revision 08768711 1800036

Estimate # **Contract Dates** Product LUTHER STRANGE SE 813 09/19/17 - 09/26/17

Original Date / Revision Advertiser 09/19/17 / 09/19/17 POL/Strange, Luther/R/St

*Line Ch Start Date End Date Description	Start/End Time	Days Leng	Spots/ gth Week	Rate	Type Spot	s	Amount
Start Date End Date Weekdays Spots/Week Week: 09/18/17 09/24/17 -1 1 Spot Ch Date Range Description 1 WSFA 09/18/17-09/24/17 WSFA 12 News at Five	Rate \$185.00 Start/End Time 5-530pm	Weekdays -Tu	Length :30	<u>Rate</u> \$185.00	Type NM		
Credited E 53 WSFA 09/19/17 09/19/17 Today in Alabama 530a Start Date End Date Weekdays Spots/Week Week: 09/18/17 09/24/17 -1 1	528am-6am <u>Rate</u> \$100.00		:30		NM	1	\$100.00
54 WSFA 09/19/17 09/19/17 WSFA 12 News at Six - MF Start Date End Date Weekdays Spots/Week Week: 09/18/17 09/24/17 -1 1	6-630pm <u>Rate</u> \$350.00		:30		NM	1	\$350.00
E 55 WSFA 09/19/17 09/19/17 Today In Alabama Start Date	6a-7a <u>Rate</u> \$175.00		:30	•	NM	1	\$175.00
E 56 WSFA 09/19/17 09/19/17 NBC Today Show Start Date End Date Weekdays Spots/Week Week: 09/18/17 09/24/17 -1 1	7-9am <u>Rate</u> \$115.00		:30		MM	1	\$115.00
57 WSFA 09/19/17 09/19/17 NBC Today 2 Start Date	9-10am Rate \$50.00 Start/End Time 9-10am	Weekdays -Tu	:30 Length :30	<u>Rate</u> ∙\$50.00	NM <u>Type</u> NM	0	\$0.00
D 58 WSFA 09/20/17 09/20/17 ALABAMA LIVE @ 11A	11-1130Am		:30		NM	0	\$0.00
D 59 WSFA 09/20/17 09/20/17 WSFA 12 News at Noon	12-1230pm		:30		NM	0	\$0.00
60 WSFA 09/20/17 09/20/17 WSFA 12 News at Five Start Date	5-530pm <u>Rate</u> \$185.00 <u>Start/End Time</u> 5-530pm	Weekdays W	:30 <u>Length</u> :30	<u>Rate</u> \$185.00	NM <u>Type</u> <i>NM</i>	0	\$0.00
D 61 WSFA 09/20/17 09/20/17 Today in Alabama 530a	528am-6am		:30		NM	0	\$0.00
D 62 WSFA 09/20/17 09/20/17 WSFA 12 News at Six - MF	6-630pm		:30		NM	0	\$0.00
D 63 WSFA 09/20/17 09/20/17 Today In Alabama	6a-7a		:30		NM	0	\$0.00
D 64 WSFA 09/20/17 09/20/17 NBC Today Show	7-9am		:30		NM	0	\$0.00
D 65 WSFA 09/19/17 09/22/17 WSFA 12 News at Five	5-530pm		:30		NM	0	\$0.00
D 66 WSFA 09/25/17 09/26/17 WSFA 12 News at Five	5-530pm		:30	•	NM	0	\$0.00
D 67 WSFA 09/19/17 09/22/17 WSFA 12 News at Ten - MF	10-1035pm		:30		NM	0	\$0.00
D 68 WSFA 09/25/17 09/26/17 WSFA 12 NEWS AT 4PM	M-F 4-430P		:30		NM	0	\$0.00
D 69 WSFA 09/23/17 09/23/17 WSFA 12 News at Six-Sat	Sa 6-7pm		:30		NM	0	\$0.00
D 70 WSFA 09/24/17 09/24/17 NFL Football Nite/America	Various		:30		NM	0	\$0.00
D 71 WSFA 09/24/17 09/24/17 NFL Football	Sun 730p-1030p		:30		NM	0	\$0.00
D 72 WSFA 09/26/17 09/26/17 WSFA 12 News at Six - MF	6-630pm		:30		NM	0	\$0.00
D 73 WSFA 09/26/17 09/26/17 WSFA 12 News at Five	5-530pm		:30		NM	0	\$0.00

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- L D - L	D dd	F-1:1	
	1800036 /	08768711	
	Contract / Revision	Alt Order #	

Contract Dates Estimate # Product 09/19/17 - 09/26/17 LUTHER STRANGE SE 813

Advertiser Original Date / Revision 09/19/17 / 09/19/17 POL/Strange, Luther/R/Se

*	_ine	Ch	Start Date	End Date	Description	Start/End Time	Days	Spots/ Length Week * Rate	Туре	Spots	Amount
D	74	WSFA	A 09/26/17	09/26/17	NBC Today Show	7-9am		:30	NM	0	\$0.00
D	75	WSFA	A 09/26/17	09/26/17	NET Early Today ON	4-430x		:30	NM	0	\$0.00
-	***********						Totals			7	\$1,015.00

Time Period	# of Spots	Gross Amount	Agency Comm.	Net Amount
08/28/17 -09/22/17	7	\$1,015.00	(\$152.25)	\$862.75
Totals	7	\$1,015.00	(\$152.25)	\$862.75

Signature:	Date:	
9		

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FAX# 703-516-9680 AGENCY REP: TEL# 703-528-9387 CREDIT ADVISORY: AGEN ORDER WORKSHEET

REP HEADLINE# 8768711 TRF# 1800036 \$\$\$ MOD# 3: APPROVED REV #0 \$\$\$

SEP18/17 18.16 *** WSFA-TV *** FROM STATION **CHANGES** RISK ::: REPORT CREDIT I

ADV #	ADV.	NAME	ADV. NAME POLI/L STRANGE/R/SEN/AL	REP.#	OFF.# SA	SALESMAN #
AGY #	AGY.	NAME	AGY. NAME PINPOINT MEDIA	BUYER NAME D	BUYER NAME DANETTE SEGROVES	
			1707 OSAGE STREET SUITE 103	SALES PRSN WA-	A- RYAN EDDINS (H)	(H)
			ALEXANDRIA, VA 22302			
ORDER #			CONTRACT # 8768711	CLASS: NATL.	LOCAL REC	REGIONAL
PRDCT LU	LUTHER STRANGE SENAT	E SEN	AT EST#813 COMMENTS: (LINE, ORDER, INVOICE))ICE)		AMAZAMAN MARAMAN AMAZAMAN AMAZAMAN MARAMAN MAR
FLIGHT DA	DATES SEP19/17	7	SEP26/17 WK-2			
CITY TAX_	8	STATE TAX	TAX CO-OP BILLING NEEDED		DATE SI	DATE_SEP18/17 18.16

STA:

**** A CASH IN ADVANCE SCHEDULE T S SIHL **** CON CM

ELECTRONIC INVOICING: SPOT DATA - IDB# 1886. TV INVOICES - IDB# 9915283.

(SEP18/17) PLS ADVISE \$45.00 30s 30s THANKS, DENICE SEP24 SEP23 PLEASE CONFIRM. MISSED:SUN/800A-900A OFFER:SAT/600A-800A CMT:NO AVAIL. PLI NO BUYS TO PRINT STATION MAKEGOOD OFFERS: BUY#28 UNRESL

CONTRACT TOTAL \$1,120.00 OCT/17 \$3,160.00 SEP/17

\$4,280.00

TOTAL

% WIYC % WBMM CABL 0% WCOV 9% 20 8 % % WAKA EAKA % 7% ESFA WNCF 56% WSFA \$49,388 MARKET TOTALS

SHARES ACCURATE

SVC- NSI DEMOS- RA35+*

REP: TEL# 703-528-9387

1800036 \$\$\$

HEADLINE# 8768711 TRF# MOD# 3: UNAPPROVED REV #1

REP \$\$\$

703-516-9680 * * CHANGES * * REPORT FROM REP FAX# RISK !!! CREDIT HARRIS AGENCY CREDIT ADVISORY: ORDER WORKSHEET

SEP19/17 10.24 *** WSFA-TV ***

10.2 # SEP19/17 SALESMAN REGIONAL (H) RYAN EDDINS SEGROVES DATE LOCAL DANETTE OFF.# WA-CLASS: NATL. PRSN BUYER NAME SALES REP.# INVOICE) NEEDED ORDER, BILLING 103 (LINE, 1707 OSAGE STREET SUITE STRANGE/R/SEN/AL CO-OP COMMENTS: 22302 8768711 VA WK-2PINPOINT MEDIA # ALEXANDRIA, CONTRACT SENAT EST#813 SEP26/17 POLI/L STATE TAX AGY. NAME NAME LUTHER STRANGE DATES SEP19/17 ADV. CITY TAX FLIGHT # ORDER PRDCT ADV AGY

TO STATEWIDE CANCEL ORDER REVISED REP:

9/20-9/26 DUE ALL LINES CANCELLED, PREVIOUS TTL \$4,280 REVISED TTL, \$1,015 \$3,265 CANCELLED PLS CONFM REJECTED M4

THANKS JASMINE FOR RYAN

STA:

A CASH IN ADVANCE SCHEDULE S SIHL **** CON CM

ELECTRONIC INVOICING: SPOT DATA - IDB# 1886. TV INVOICES - IDB# 9915283.

SPOTS CANCELLED EFFECTIVE 9/20-9/26

:TOTI:		0	
EK: DAYS VT: .		SAT	
END :SPTS: WEEK DATE : /WK: INVT		0	DENICE
		9/23	THANKS,
STAR'	T# = 813	9/23	KGDS WITH \$5 CREDIT. FOR 1 SPOT/WK 4 FOR 1 SPOT/WK 2 FOR 1 SPOT/WK
: RATE	AGENCY EST#	\$80.00	ጀጣ40
: LGTH : SEC	ODE = 62 = 78	30	NEWS PLEASE CONFIRM MI SEP22 ON LINE-1 SEP19 ON LINE-4 SEP19 ON LINE-5
:CD: TIME PERIOD	AGENCY ADVERTISER CODE = AGENCY PRODUCT CODE = 78	s 600P-700P	PROGRAM: WSFA SAT 6P NEWS ORD COM1: NO AVAILS. PLEASE THIS IS A MAKE-GOOD FOR SEP19 THIS IS A MAKE-GOOD FOR SEP19 THIS IS A MAKE-GOOD FOR SEP19
:LINE#:REP :CD:	7	69	PROGRAM ORD COMI THIS IS THIS IS ITHIS IS I

REP HEADLINE# 8768711 TRF# 1800036 \$\$\$ MOD# 3: UNAPPROVED REV #1 \$\$\$

SEP19/17 10.24 *** WSFA-TV *** REP: TEL# 703-528-9387
CREDIT ADVISORY: AGENCY CREDIT RISK !!!
ORDER WORKSHEET
HARRIS REPORT FROM REP
CHANGES **

: TOTL:	0		0		0		0		0		0		0		0		0	
DAYS	300-	,									F-9		P		77		ь	
	SUN		FRI		FRI		FRI		FRI		MOM		MOM		MOM		MOM	
: WEEK : INVT	\	,				_						· · · · · · · · · · · · · · · · · · ·		_	No. of the last of		News.	
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: END : DATE	9/24	THANKS, D	9/22		9/22		9/22		9/22		9/25		9/25		9/25		9/25	
: START : DATE	9/24	CREDIT.	9/22		9/22		9/22		9/22		9/25		9/25	•	9/25		9/25	
RATE	\$150.00	MKGDS WITH \$5 59-71	\$60.00		\$100.00		\$175.00		\$115.00		\$100.00		\$60.00	•	\$100.00		\$350.00	
: LGTH : SEC	30	SHT IN AMERICA PLEASE CONFIRM M I UP OF LINES 69	30		30	зама Зама	30	ЗАМА ЗАМА	30		30	AT 12P AT 12P	30		30	АГАВАМА АГАВАМА	30	AT 6P AT 6P
TIME PERIOD	600P-730P	FOOTBALL NIC NO AVAILS. MAKEGOOD MADE	330P-400P	JUDGE JUDY JUDGE JUDY	530A-600A	TODAY IN ALABAMA TODAY IN ALABAMA	600A-700A	TODAY IN ALABAMA TODAY IN ALABAMA	700A-900A	TODAY SHOW TODAY SHOW	1200N-1230P	WSFA 12 NEWS WSFA 12 NEWS	330P-400P	JUDGE JUDY JUDGE JUDY	530A-600A	TODAY IN ALAE TODAY IN ALAE	600P-630P	WSFA 12 NEWS WSFA 12 NEWS
:LINE#:REP :CD:	9 S 02	PROGRAM : ORD COM1: PART OF A	s v	PROGRAM : CON COM1:	w w	PROGRAM : CON COM1:	10 S	PROGRAM : CON COM1:	11 8	PROGRAM : CON COM1:	16 S 1	PROGRAM : CON COM1:	17 S	PROGRAM :	, s 61	PROGRAM : CON COM1:	20 8	PROGRAM : CON COM1:

REP: TEL# 703-528-9387 CREDIT ADVISORY: AGENCY CREDIT RISK !!! ORDER WORKSHEET HARRIS REPORT FROM REP **CHANGES** **

REP HEADLINE# 8768711 TRF# 1800036 \$\$\$ MOD# 3: UNAPPROVED REV #1 \$\$\$

SEP19/17 10.24 *** WSFA-TV ***

: LINE#: REP	#:REP :CD: :LINE#: :): TIME PERIOD :	: LGTH : SEC : :	: RATE	: START : DATE	: END : DATE	:SPTS: : /WK:	WEEK : INVT :	DAYS	:TOTL:
	21 S	600A-700A	30	\$175.00	9/25	9/25	0	MOM		0
	PROGRAM CON COM1	: TODAY IN : TODAY IN	АГАВАМА АГАВАМА							
	22 S	630P-700P	0 %	\$215.00	9/25	9/25	0	MOM		0
	PROGRAM CON COMI	: ENTERTAINMENT : ENTERTAINMENT	T TONIGHT T TONIGHT							
	23	700A-900A	30	\$115.00	9/25	9/25	0	MOM		0
	PROGRAM CON COM1	: TODAY SHOW :: TODAY SHOW					·	**************************************		
	25 S	600A-800A	30	\$45.00	9/23	9/23	0	SAT		0
	PROGRAM : CON COM1:	: SATURDAY TODAY	AY SHOW							
	2 6 S	1030P-1100P	08	\$150.00	9/24	9/24	0	NDS		0
	PROGRAM CON COM1	: WSFA 12 NEWS L: WSFA 12 NEWS	AT 10:30P							
	27 S	700A-800A	08	\$45.00	9/24	9/24	O	SUN		0
	PROGRAM CON COM1	: SUNDAY TODAY	SHOW					in and analysis.		
	28	800A-900A	0 %	\$45.00	9/24	9/24	0	NDS		0
	PROGRAM : CON COM1:	: MEET THE PRESS L: MEET THE PRESS						, and the second		
•	29	900A-930A	30.	\$20:00	9/24	9/24	0	NDS .	•	0
	PROGRAM CON COM1	: TODAY IN : TODAY IN	АГАВАМА АГАВАМА							
	75 S	400A-430A	30	\$5.00	9/56	9/26	0	TUE		0
	PROGRAM ORD COM1 PART OF	: NBC EARL;Y : OVERSOLD AT A MAKEGOOD MAC	TODAY TUR W/O 9/18.	PLEASE CON 72-75	CONFIRM ASAP!	THANKS,	DENICE			

REP HEADLINE# 8768711 TRF# 1800036 \$\$\$ MOD# 3: UNAPPROVED REV #1 \$\$\$

SEP19/17 10.24 *** WSFA-TV *** REP: TEL# 703-528-9387
CREDIT ADVISORY: AGENCY CREDIT RISK !!!
ORDER WORKSHEET
HARRIS REPORT FROM REP
CHANGES **

23 S 1035P-1135P 30 5115.00 9/21 9/21 0 THU DEROGRAM 17EM FALLON 9/21 9/21 0 THU DEROGRAM 17EM FALLON 9/21 9/21 0 THU DEROGRAM 17EM FALLON 9/21 9/21 0 THU DEROGRAM 12EM SAT 12EM 12EM SAT	:LINE#:REP :CD:	TIME PERIOD	: LGTH : SEC	: RATE	: START : DATE	: END : DATE	:SPTS: WEEK : /WK: INVT	DAYS:	:TOTL:
THE TONICHT SHOW W JIMMY FALLON 1200 1	w	035P-1135	0 8	5.0	9/21	9/21	0	THU	0
1200N-1230P 30 \$100.00 9/21 9/21 0 THU		THE TONIGHT	W JIMMY	FALLON FALLON					
WSFA 12 NEWS AT 12P	5 Q	200N-12	30	\$100.00	9/21	9/21	0	THU	0
310P-400P 30 \$60.00 9/21 9/21 0 V THU	PROGRAM : CON COM1:	WSFA 12 WSFA 12	AT						
: JUDGE JUDX 330P-400P 30 \$60.00 9/21 9/21 0 THU 400P-430P 30 \$60.00 9/21 9/21 0 THU 400P-430P 30 \$60.00 9/21 9/21 0 THU 400P-430P 30 \$100.00 9/21 9/21 0 THU 530A-600A 30 \$175.00 9/21 9/21 0 THU 1200A-120P 30 \$175.00 9/21 9/21 0 WED 30 \$100.00 9/21 9/21 0 WED 30 \$100.00 9/21 9/21 0 WED 30 \$100.00 9/20 9/20 0 WED	8	30P-400	30	\$60.00	9/21	9/21	0	THU	0
330P-400P 30 \$60.00 9/21 9/21 0 1 THU		JUDGE JUDGE						`	
: JUDGE JUDX 400P-430P 30 \$60.00 9/21 9/21 0 THU 1 WSFA 12 NEWS AT 4P 530A-600A 30 \$100.00 9/21 9/21 0 THU 510DAY IN ALABAMA 30 \$175.00 9/21 9/21 0 THU 510DAY IN ALABAMA 30 \$175.00 9/21 9/21 0 WED 3100.00 9/20 9/20 9/20 0 WED 3100.00 9/20 9/20 0 WED 310DAY IN ALABAMA 30 \$100.00 9/20 9/20 0 WED 310DAY IN ALABAMA 310 \$100.00 9/20 9/20 0 WED 310DAY IN ALABAMA 32 \$100.00 9/20 9/20 0 WED	w	330P-400P	30	\$60.00	9/21	9/21	tion o	THU	0
WSFA 12 NEWS AT 4F S100.00 9/21 9/21 0 THU	RAM COM1								
: WSFA 12 NEWS AT 4P 530A-600A 30 \$100.00 9/21 9/21 0 THU 1 TODAY IN ALABAMA 600A-700A 1 TODAY IN ALABAMA 2 S100.00 3 9/20 9/20 0 WED 2 TODAY IN ALABAMA 3 \$100.00 9/20 9/20 0 WED 3 TODAY IN ALABAMA 3 \$100.00 9/20 9/20 0 WED 3 TODAY IN ALABAMA 3 \$100.00	8	00P-430	0 8	\$60.00	9/21	9/21	0	THU	0
Signa-Gooma Signa Signa	RAM COM1	WSFA 12 WSFA 12	AT				The state of the s		
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TODAY IN ALABAMA		TODAY IN TODAY IN	BAMA BAMA				n named and the second		
: TODAY IN ALABAMA : TODAY IN ALABAMA 1200N-1230P	Ω Ω	600A-700A	30	\$175.00	9/21	9/21	0	THU	0
1200N±1230P	PROGRAM : CON COM1:	TODAY IN TODAY IN	вама Вама				and the second s		
: WSFA 12 NEWS AT 12P : WSFA 12 NEWS AT 12P : S30A-600A : TODAY IN ALABAMA : TODAY IN ALABAMA : TODAY IN ALABAMA	S	200N-1230	m		. 9/20	9720	0 .	WED.	0
530A-600A 30 \$100.00 9/20 9/20 0 WED : TODAY IN ALABAMA 1: TODAY IN ALABAMA		WSFA 12 WSFA 12	AT				And the second second		
: TODAY IN 1: TODAY IN	Ø		30	\$100.00	9/20	9/20	0	WED	0
	PROGRAM : CON COM1:	TODAY IN TODAY IN	SAMA Bama						

FAX# 703-516-9680

REP HEADLINE# 8768711 TRF# 1800036 \$\$\$ MOD# 3: UNAPPROVED REV #1 \$\$\$

SEP19/17 10.24 *** WSFA-TV *** CREDIT RISK !!!
HARRIS REPORT FROM REP
CHANGES REP: TEL# 703-528-9387 CREDIT ADVISORY: AGENCY ORDER WORKSHEET

: TOTL:	0		0		~ 1	·	5.00
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START DATE						S, DE1	
STAR	9/20		9/20		4 (FZ3 THANKS, DENICE	
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RATE	00		0 0			CONFIRM.	
ሺ	\$175.00		\$115.00			SE CO	
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: LGTH : SEC					A-90	Д-80 Г.	
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3		ALABAMA ALABAMA			D:SUN	OFFER: SAT/600A-800A CMT: NO AVAIL. PL)	
RIOD		HN AL		HOW	MISSED: SUN/800A-900A	OFFE	7
TIME PERIOD	-700A	TODAY I	-900A	TODAY SHOW TODAY SHOW			OCT/17
l	600A-700A	101 101	7008-900A	01	BUY#28		00
: CD:	S	RAM :	Ø	XAM ::			\$1,015.00
REP: LINE#:	63	PROGRAM CON COM1	64	PROGRAM :	STATION MAREGOOD OFFERS: M4 REJECT BUY#28		\$1,
:LINE#:REP				(T T C N		SEP/17
구				f {	STA M4		S E F

WIYC 08 % WBMM CABL 0% WCOV 9% WAKA 28% EAKA 0% 0 % WNCF . WSFA 56% MARKET TOTALS \$49,388

ACCURATE SHARES

SVC- NSI DEMOS- RA35+*

*-MULTIPLE L-LENGTH M-MAKEGOOD N-PROGRAM NAME Z-COMMENTS Y-DAYS X-LATE T-TIME C-CANCELLED DE-DELETE E-EFF DATES S-SPOTS PER WEEK R-RATE Q-PAID PGM B-BUY TYPE P-CLASS, PLAN, SECT MOD CODE A-ADD

FAX# RISK !!! CREDIT HARRIS AGENCY REP: TEL# 703-528-9387 CREDIT ADVISORY: AGEN ORDER WORKSHEET

SEP19/17 10.54 *** WSFA-TV ***

703-516-9680

FROM STATION

REPORT

TRF# 1800036 #1 \$\$\$ 3: APPROVED REV 8768711 HEADLINE# MOD#

.54 70 # -SALESMAN SEP19/1 REGIONAL (H) EDDINS SEGROVES DATE LOCAL RYAN DANETTE OFF.# WA-CLASS: NATL. BUYER NAME PRSN SALES REP.# INVOICE) NEEDED ORDER, BILLING (LINE, 10 SUITE STRANGE/R/SEN/AL CO-OP 22302 COMMENTS: 8768711 STREET ٧A WK-2PINPOINT MEDIA # 1707 OSAGE ALEXANDRIA CONTRACT SENAT EST#813 SEP26/17 POLI/L TAX NAME NAME STATE LUTHER STRANGE SEP19/17 ADV. AGY. DATES CITY TAX # FLIGHT PRDCT # ORDER AGY ADV

ORDER REVISED REP:

TO STATEWIDE CANCEL 9/20-9/26 DUE RYAN ALL LINES CANCELLED, TTL \$4,280 THANKS JASMINE FOR \$3,265 CANCELLED PLS CONFM PREVIOUS TTL REVISED TTL, REJECTED M4

STA:

**** ADVANCE SCHEDULE A CASH IN HS SIHL **** Ŋ CON

- IDB# 1886. - IDB# 9915283. INVOICING: SPOT DATA
TV INVOICES ELECTRONIC

GENERATION FOR CONTRACT SCHEDULED ALL SPOTS CANCELLED EFFECTIVE 9/20-9/26 NOTICE: CHANGES OF THIS ORDER HAVE BEEN APPROVED. STATION MAKEGOOD OFFERS:

BUY#28 REJECT

\$45.00 30s 30s THANKS, DENICE SEP24 SEP23 CONFIRM PLEASE MISSED: SUN/800A-900A OFFER: SAT/600A-800A CMT:NO AVAIL.

\$1,015.00 TOTAL TOTAL CONTRACT

(SEP18/17) PLS ADVISE